



ERIE COMMUNITY COLLEGE  
REQUEST FOR PROPOSAL  
BANKING SERVICES

Erie Community College  
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**RFP Response Deadline**  
**4:00 PM, March 2, 2012**

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## **NOTICE TO BANKS**

Erie Community College, Buffalo, New York hereby invites the submission of proposals for:

### **Banking Services**

Proposals will be received until **4:00 PM** on the **2nd day of March 2012** in the Office of the Business Manager, Erie Community College, Building 1, Room 1208-t, 4041 Southwestern Boulevard, Orchard Park, New York, 14127.

All proposals shall be marked “**PROPOSAL FOR BANKING SERVICES**”

Erie Community College reserves the right to waive irregularities and accept or reject any or all proposals, or any part of any proposal.

Dated: February 3, 2012

Paul Danieu  
Business Manager  
Erie Community College

## **INSTRUCTIONS TO BANKS**

1. Read all documents contained in the proposal specifications.
2. Banks are responsible for submitting their proposals to the appropriate location at or prior to the time indicated in the specifications. **No proposal will be accepted after the designated time or date indicated in the proposal specifications.**
3. Banks are responsible for reporting, in writing, any errors in the proposal specifications to the Business Manager.
4. Questions or clarifications to the technical specifications must be made in writing to the Business Manager prior to the submission of the proposal.
5. The only forms required to be submitted as a proposal are the following:
  - ◆ Non-Collusive Proposal Certificate, signed.
  - ◆ Proposal sheets.
6. All proposals must be filled out in ink, or be typewritten.
7. Should the bank find discrepancies or omissions in the specifications, it shall notify the Business Manager, at once, and he will send written instructions to all banks. The College will not assume responsibility for any oral instructions, or interpretations of meaning of the specifications or other contract documents to any bank by any person or persons.
8. The bank assumes the risk of any delay in the mail. Whether sent by mail or by personal delivery, the bank assumes responsibility for having its proposal delivered on time to the Office of the Business Manager.
9. The College reserves the right to award the processing of credit card related services separately. The current intention however is to have these related services provided by our lead bank.

## **GENERAL INFORMATION TO BANKS**

In determining the qualifications of a bank, the College will consider its record in the performance of any contracts for similar services in which it may have entered with other public bodies; and the College specifically and expressly reserves the right to reject the proposal of such bank if the record discloses that such bank, in the opinion of the College, has not properly performed said contracts or has otherwise disregarded its obligations to its employees or the public it serves. The College may make such investigation as it deems necessary in determining the ability of the bank to perform the terms of the contract and the bank shall furnish the College all information for this purpose as the College may request. To assist in this regard the banks shall initially provide no less than three references of similar clients. The College reserves the right to reject any proposal if its investigation of the bank reveals that, in the opinion of the College, the bank is not properly qualified to carry out obligations of the contract and complete it as outlined herein. ***Conditional Proposals Will Not Be Accepted.***

The bank must comply strictly with all applicable provisions of the New York State Labor Law, as it may be amended and supplemented.

Banks must agree to conform to Section 103-a, b, c, and d of the General Municipal Law of the State of New York, a copy of which text is appended hereto.

Erie Community College is an equal opportunity employer and expects Vendor/Contractor to comply with Federal and State Anti-Discrimination Laws.

It is the policy of the State University of New York to take action to ensure that minority business enterprises are given the opportunity to demonstrate their ability to provide the University with goods and services at competitive prices.

Erie Community College is established under authority of the State of New York and is entitled to exemption from New York State, Federal and Local Taxes.

Dated this 3rd day of February 2012.

Erie Community College  
County of Erie  
Buffalo, New York

## **NON COLLUSIVE PROPOSAL CERTIFICATION**

By submission of this proposal, the bank certifies that:

1. This proposal has been independently arrived at without collusion with any other bank or with any competitor or potential competitor;
2. This proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of proposals for this project, to any other bank, competitor or potential competitor;
3. No attempt has been or will be made to induce any other person, partnership or corporation to submit a proposal;
4. The person signing this proposal certifies that he/she has fully informed themselves regarding the accuracy of the statements contained in this certification, and under the penalties of perjury, affirms the truth thereof, such penalties being applicable to the bank as well as to the person signing on its behalf.
5. The attached hereto (if a corporate bank) is a certified copy of the resolution authorizing the execution of this certificate by the signature of this proposal on behalf of the corporate bank. This document will be required of the successful bank.

SIGNED \_\_\_\_\_

TITLE \_\_\_\_\_

**RESOLUTION FOR CORPORATE BANKS ONLY**

Resolved that \_\_\_\_\_ be authorized to sign and submit the proposal of this corporation for the following project:

**BANKING SERVICES FOR ERIE COMMUNITY COLLEGE**

and to include such Proposal the certificate as to non-collusion required by Section one hundred three-d (103-d) of the General Municipal Law as the act and deed of such corporation, and for any inaccuracies or misstatements in such certificate this corporate bank shall be liable under the penalties of perjury.

The foregoing is a true and correct copy of the resolution adopted by

\_\_\_\_\_ Corporation at a meeting of its Board  
of Directors held on the \_\_\_\_\_ day of \_\_\_\_\_, **2012**  
and is still in full force and effect on this \_\_\_\_\_ day of \_\_\_\_\_,  
**2012.**

**(Seal of the Corporation)**

\_\_\_\_\_  
**(Secretary)**

**Proposal Due: March 2nd, 2012**

**INVITATION TO SUBMIT A PROPOSAL FOR BANKING SERVICES**

The following instructions and specifications are included as part of the proposal terms and conditions.

**REQUIREMENTS:**

It is the intention of these specifications that the bank hereunder shall furnish Banking Services as called for in the agreement documents and proposal. The list of services to be provided may be expanded to cover any other service or information provided by the Bank that will affect the cash management of the College. For the purpose of this agreement, the name "College" shall represent Erie Community College.

The College encourages all respondents to include in their proposal any and all marketing and/or advertising initiatives to be partaken in conjunction with or independent of the College. Such proposals could include Automatic Teller Machines (ATM), bank identification on back of the College student/faculty/staff identification cards or any other means or methods of advertising or promotion aimed at the College community. The College may wish to generate additional guaranteed revenue opportunities resulting from these marketing and/or advertising initiatives. To provide further background information about Erie Community College and some of the partnership opportunities that may exist, an attachment to the document is included.

**TERM OF AGREEMENT:**

The agreement will run for a period of five (5) years beginning approximately 4 /01/2012. The College would then have the option , if mutually agreeable, to extend the agreement for 2 additional one year periods.

**QUANTITIES AND SERVICES:**

Unless stated otherwise in the Specifications and Proposal, the College is obligated, during the period stipulated, to purchase all of its normal requirements for the services specified therein from the Bank, and the Bank is obligated to supply the services which the College requires for its operation. THE DOLLAR VALUES AND/OR QUANTITIES STATED ON PAGE 12 ARE GIVEN AS A GENERAL GUIDE. THEY ARE NOT GUARANTEED AMOUNTS, BUT THEY REPRESENT THE BEST ESTIMATES OF THE COLLEGE AND/OR ACTUAL VOLUME.

The Bank shall provide both MasterCard, Visa and Discover charge card merchant depository services for the College. Credit Card processing, and other services provided under



this agreement, may not be subcontracted by the Bank to a third party without the prior written approval of the College.

The Bank shall also be able to provide remote check deposit services for the College. The college will require one of these scanners at each of the three campus student accounts offices.

The Bank shall provide the ability for the College to make wire transfers to other financial institutions.

### **FEES:**

Banks are required to submit unit prices on each item of service. The unit prices quoted shall be firm until the end of this agreement.

The College reserves the right to terminate this agreement with (60) sixty days written notice.

### **COLLATERAL AND OTHER REQUIREMENTS OF OFFERING BANKS**

Any Bank acting as a College depository, as the result of being successful herein, will be required to post collateral with a Trustee to secure College funds. The collateral must have a market value of not less than 102% of the College's funds on deposit, in excess of the amount insured by the Federal Deposit Insurance Corporation. Certificates of Deposit must also be fully collateralized. Collateral shall be direct obligations of the United States Federal Government or its Agencies, the State of New York or any Municipal Corporation or School District of the State of New York. The collateral is to be held in escrow by a third party and cannot be pledged or withdrawn without the written authorization of the College. The College is to be furnished a list, at least weekly, of the collateral held in escrow; such a list is to be revised by the Bank to reflect authorized changes as they are made.

Obligations which are the subject of a Repurchase Agreement must be purchased through, delivered to and held in custody of a Bank or Trust Company located in New York State.

### **SCOPE OF SERVICES:**

#### **General Banking Services**

Erie Community College is a multi campus institution located in and around Buffalo, New York. The College currently serves approximately 14,000 students on a regular basis. The College is seeking banking proposals to assist it in meeting the diverse needs of its students, vendors and employees. The College currently maintains 4 accounts for its primary banking needs, our Operating Account, Payables Account, Payroll Account and Payroll Annuity Account. The College receives payment for tuition and related fees at each of its 3 campuses and makes daily deposits from each of these same campuses. The campuses are located in downtown Buffalo, NY, Orchard Park, NY and Williamsville, NY.

With a large WNY student population, the number and variety of locations is important. Please be sure to include branch information and any fees for cashing College student refund checks for students who are not depositors at the bank.

The following services will be required

- Establish demand deposit accounts as may be necessary to meet the banking requirements of the College. Maintain accurate records of the activity in those accounts.
- Process disbursement checks on a weekly basis.
- Provide on line stop payment services.
- Provide controlled disbursement services on selected accounts.
- Provide positive pay services on selected accounts.
- Provide on line balance reporting services, including account number, as of date, transaction type sorting, type code sorting, group code sorting and reference.
- Provide CD-Rom imaging (front and back) on all disbursement checks.
- Disburse and receive funds via wire transfer upon request of authorized person, providing secure electronic transmission of wiring. Both domestic and international.
- Provide a secure electronic method of wiring for repetitive wires between banks and vendors.
- Receive and send ACH transactions.
- Deposit and process cash and checks at branch locations from the three campuses.
- Provide account reconciliation services (full, partial or positive pay) depending on account.
- Collateralize funds in excess of balances insured by FDIC as outlined in above paragraph
- Provide monthly analysis statements for all account services.
- Provide monthly activity statements and reports by the 10<sup>th</sup> day of the following month.
- Provide two (2) night deposit bags or equivalent and key for our North campus.
- Provide bids for certificates of deposit or repurchase agreements when requested.

### **Payroll Processing & Employee Banking**

The College has approximately 766 full time employees and 1042 part time employees. Employees are paid bi-weekly and according to bargaining units. Approximately 70% of employees are currently receiving direct deposit of payroll.

The following services will be required

- Establish one or more deposit accounts for College payroll. Maintain accurate records and activity for those records.
- Process disbursement checks on weekly basis.
- Provide on line stop payment services.
- Provide on line balance reporting services, including account number, as of date, transaction type sorting, type code sorting, group code sorting and reference.
- Provide CD-Rom imaging (front and back) on all disbursement checks.
- Disburse funds via wire transfer upon request of authorized person, providing secure electronic transmission of wiring.
- Receive and send ACH transactions
- Provide monthly analysis statements for all account services.
- Provide monthly activity statements and reports by the 10<sup>th</sup> day of the following month.
- Provide a package of employee banking services to those College employees that use direct deposit for their payroll. Coordinating this with the Payroll Supervisor.

### **Merchant Card Processing**

The College is interested in reducing its students' reliance on credit cards for tuition payments. The College currently accepts credit cards via mail, phone, in person and via the internet. While the College realizes the importance of this option it would like proposals to reduce this expense. The College currently has eight merchant numbers and accepts Master Card, Visa and Discover. It is interested in proposals to reduce this number and related expenses. The Merchant Accounts are housed in the following locations; two at the South Campus Bursar, two at the North Campus Bursar, two at City Campus (one at the College and one at Athletics), one at the Department of Workforce Development and one Internet.

The following Services will be required:

- Process electronic credit card payments and refunds for the accepted cards.

- Provide automated or on line reporting services including information on charge backs.
- Provide a monthly analysis statement showing charges for all account services.

### **PROPOSAL PRICE:**

1. The system of price proposed to the College shall constitute the total charges or fees for all services accepted by the College.
2. Banks must insure that all proposals submitted comply with all State and Federal laws, rules and regulations.
3. The Bank will strictly comply with all Banking Laws, Rules and Regulations regarding the proper endorsement by payees of checks issued by the College, and agrees to protect the College from any harmful, or potentially harmful, consequences of the actions of employees of the bank, or other institutions or agencies with whom the bank deals in processing such checks, including the absorption of any monetary loss or expense.

### **VOLUME INFORMATION:**

<i>September 2010 – August 2011</i>						
<b>APPROXIMATE ANNUAL VOLUMES</b>						
	Average Monthly Balance	No. Checks Written	No. Returned Checks	Total Currency Deposited	No. of Deposits	No. Stop Payments
<b>OPERATING ACCOUNTS</b>	\$2,137,000	27,162	116	\$1,248,862	2,041	197
<b>ECC PAYABLES ACCOUNT (ZBA)</b>	0	7,101	0	\$30,019,363	247	15
<b>PAYROLL (ZBA)</b>	0	11,368	0	\$7,726,311	247	6
		34,618*		\$34,933,491		

\*advices

The College had approximately 10,876 credit card transactions this past year, amounting to \$8,818,637. The College requires seven (7) electronic charge card readers with Direct Deposit capability.

The College received 4,874 payments via the internet; the remaining payments were made over the phone or in person. The College currently uses the Datatel system. Datatel is partnered with PayPal to provide a seamless integration with our operating system. Card present transactions are currently swiped through an IDTECH magnetic swipe readers ( Model DAT3331-12V) and posted automatically to the student's account.

### **METHOD OF AWARD:**

1. Each Bank shall submit separate proposals as indicated on the following sheet,  
Page 17.
2. While cost will be an important factor the College reserves the right to make an award on the basis of whatever is in the College's best interest. Some of the other items of importance are:
  - Relevant experience managing similar account relationships with public agency clients.
  - Bank and branch locations.
  - Scope of services offered including degree of automation.
  - The value of any new product or service suggestions or other new ideas and enhancements.
  - Ability of bank to assist in reducing credit card expense.
3. No Bank may withdraw its proposal within the sixty (60) days after the due date for proposal submissions.
4. Banks are requested to provide three (3) copies of their proposals.

## GENERAL MUNICIPAL LAW

- S. 103-a. Grounds for cancellation of contract by municipal corporation and fire districts.

A clause shall be inserted in all specifications or contracts made or awarded by a municipal corporation or any public department, agency or official thereof on or after the first day of July, nineteen hundred fifty-nine or by a fire district or any agency or official thereof on or after the first day of September, nineteen hundred sixty, for work or services performed or to be performed, or goods sold or to be sold, to provide that upon the refusal of a person, when called before a grand jury to testify concerning any transaction or contract had with the state, any political subdivision thereof, a public authority or with any political subdivision thereof or a public authority, to sign a waiver of immunity against subsequent criminal prosecution or to answer any relevant question concerning such transaction or contract.

- (a) Such person, and any firm, partnership or corporation of which he is a member, partner, director, or officer shall be disqualified from thereafter selling or to submitting proposals to or receiving awards from or entering into any contracts with any municipal corporation or fire district, or any public department, agency or official thereof, for goods, work or services, for a period of five years after such refusal, and to provide also that
- (b) any and all contracts made with any municipal corporation or any public department, agency or official thereof on or after the first day of June, nineteen hundred fifty-nine or with any fire district or any agency or official thereof on or after the first day of September nineteen hundred sixty, by such person, and by any firm, partnership or corporation of which he is a member, partner, director or officer may be cancelled or terminated by the municipal corporation or fire district without incurring any penalty or damages on account of such cancellation or termination, but any monies owing by the municipal corporation or fire district for
- (c) goods delivered or work done prior to cancellation or termination shall be paid.

The Provisions of this section as in force and effect prior to the first day of September, nineteen hundred and sixty, shall apply to specifications or contracts made or awarded by Municipal Corporation on or after the first day of June, nineteen hundred fifty-nine, but prior to the first day of September, nineteen hundred sixty.

S. 103-b. Disqualification to contract with municipal corporations and fire districts.

Any person, who when called before a grand jury to testify concerning any transaction or contract had with the state, any political subdivision thereof, a public authority, or with a political department, agency or official of the state or of any political subdivision

thereof

or of a public authority, refuses to sign a waiver of immunity against subsequent criminal prosecution or to answer any relevant question concerning such transaction or contract, and any firm, partnership or corporation of which he is a member, partner, director or officer shall be disqualified from thereafter selling to or submitting proposals to or receiving awards from or entering into any contracts with any municipal corporation or fire district, or with any public department, agency, or official thereof, for goods, work or services, for a period of five years after such refusal or until a disqualification shall be removed pursuant to the provisions of section one hundred three-c of this article.

It shall be the duty of the officer conducting the investigation before the grand jury before which the refusal occurs to send notice of such refusal, together with the name of any firm partnership or corporation of which the person so refusing is known to be a member, partner, officer or director, to the superintendent of public works of the State of New York, and the appropriate departments, agencies and officials of the state, political subdivisions thereof or public authorities with whom the person so refusing and any firm, partnership or corporation of which he is a member, partner, director or officer, is known to have a contract.

S. 103-c. Statement of non-collusion in contract with municipal corporations or fire districts.

Every contract hereafter made or awarded by a municipal corporation or any public department, agency or official thereof or by a fire district or any agency or official thereof, pursuant to proposal, for work or services following statement by the bank, under penalty by perjury:

- (a) the proposal as been arrived at by the bank independently and has been submitted without collusion with any other vendor for materials, supplies, or equipment of the type described in the invitation for proposals, and
- (b) the contents of the proposal have not been communicated by the bank, not, to its best knowledge and belief, by any of its employees or agents, to any person not an employee or agent of the bank or its surety on any bond furnished herewith prior to the official opening of the proposal.

S. 103-d. Statement of non-collusion in proposals to political subdivision of the state or fire district.

Every proposal hereafter made to a political subdivision of the state or any public department, agency, or official thereof or by a fire district or any agency or official thereof, for work or services performed or to be performed or goods sold or to be sold, shall contain the following statement subscribed by the bank and affirmed by such bank as true under the penalties of perjury: Non-collusive proposal certification. By submission of this proposal, the bank certifies that:

- (a) this proposal has been independently arrived at without collusion with any other bank or with any competitor or potential competitor;
- (b) this proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of proposals for this project, to any another bank, competitor or potential competitor;
- (c) no attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a proposal;
- (d) the person signing the accuracy of the statements contained in this certification, and being under the penalties of perjury, affirms the truth thereof, such penalties being applicable to the bank as well as to the person signing in its behalf;
- (e) that attached hereto (if a corporate bank) is a certified copy of resolution authorizing the execution of this certificate by the signatory of this proposal in behalf of the corporate bank.



Service Item	Quantity	Price per Transaction	Extension
Account Maintenance ZBA Master	12		
Account Maintenance ZBA	24		
ZBA Debit Posting	539		
ZBA Credit Posting	306		
Balance Reporting/Web Access	12		
Deposit Tickets Processed	2041		
Checks Deposited	17,829		
Checks Paid - Regular	36,431		
Stop Payment	218		
Deposited Items Returned	53		
Internet Wire Transfers/Repetitive	75		
Incoming Fed Wire Funds Transfer	60		
Internet Previous Day Summary	38		
Internet Subscription	12		
Internet Previous Day Detail	48		
Currency Deposited	1,248,862		
ACH Maintenance Fee	12		
ACH Originated Credit	3,8072		
ACH Received Debit	272		
CC Transactions/card Swipe-approx. 65%/Key Entered-approx. 35%	8,818,637.00		
-Plus Trans Fee - MC			
-Plus Trans Fee - Visa			
Monthly Merchant Access Fees Per Account.	84		
Full Acct. Recon. Maint. - per Month	36		
Full Acct. Recon. Proc.- per Item	45,631		
Positive Pay - per Month	36		
Check Imaging Monthly Maint.CD Rom	36		
Check Images	45,631		
CD Rom Processing	36		

**Other costs:**

## Annual Proposal Summary

Signature \_\_\_\_\_

Title \_\_\_\_\_

Bank \_\_\_\_\_

Date \_\_\_\_\_

Telephone # \_\_\_\_\_

Please add other comments relating to added service, cost and any marketing/advertising initiatives on a separate sheet.

Erie Community College values the relationships established with its vendors and seeks to explore opportunities to create value added for both partners.

Attachment A which follows provides a brief overview of Erie Community College identifying some key demographic and other information. In addition to the core banking services in which proposals are being solicited, ECC is interested in pursuing partnership opportunities with the bank selected. Partnership opportunities could include, but not be limited to, naming rights for facilities, training for bank employees on-site or at ECC, marketing initiatives, new program development, sponsorship of activities and events, sponsorship of student scholarships and discounts on loans and other financial services.

As part of the bank's overall response to the RFP it would be anticipated that partnership opportunities are identified. Specific questions in this regard may be directed to William D. Reuter, Chief Administrative & Financial Officer, at 851-1700.

## ATTACHMENT A

### ERIE COMMUNITY COLLEGE

#### REQUEST FOR PROPOSAL FOR BANKING SERVICES

##### Erie Community College Executive Summary

Erie Community College (ECC), one of the largest community colleges in the SUNY system, is a 60 year old, multi-campus two-year community college geographically situated in six locations throughout Erie County, in Western New York State. Academically, ECC offers 100 degree and certificate programs, to an unduplicated student population of over **21,000** annually. ECC currently boasts one of the highest student transfer rates to 4-year SUNY Colleges in New York State, the #1 choice of area high school students, the #1 affordable tuition in Western New York, while achieving an overall job placement and transfer rate of over 90%. ECC's core mission is to meet the needs of a diverse student body contributing to regional economic vitality by providing excellent, flexible, affordable and accessible educational programs in a multi-campus environment committed to continuous improvement. Over 90% of our students remain in Erie County, raising families, paying taxes and purchasing goods and services.

ECC's 3 major campus locations are strategically located in the City of Buffalo, on 128 acres in the Town of Amherst (approximately one mile from the runway of Buffalo Niagara International Airport) and the Towns of Hamburg and Orchard Park directly across the street from Ralph C. Wilson Stadium. Over **1,100,000** sq. ft. of space is operated by ECC, the 2<sup>nd</sup> largest amount of space of any of the 30 community colleges which are part of the SUNY system. An additional 500,000 sq. ft. in roads and 1,400,000 sq. ft. in parking lots are maintained.

Annually over **300,000** students, employees and visitors attend class, participate in sporting and cultural events or receive training through our workforce development and corporate training divisions.

ECC is uniquely and distinctly positioned as far as marketing potential for future customer brand loyalty. From operating child care centers at each of the 3 main campus locations, academic partnerships with many area high schools, 300,000 annual students, employees and visitors, one of the highest transfer rates to 4 year SUNY institutions of any Community College, and the recognition of ECC as the leader in workforce development and corporate training (including academic partnerships at ECC's Vehicle Technical Training Center with Ford and GM), ECC is in an enviable position to impact the potential buying habits of millions of people over a period of time. Additionally, ECC is on the ground floor of the New York States new initiatives in providing job training and job readiness skill training for the unemployed and under employed.

Lastly, a private student housing project has opened near ECC'S downtown campus and there are plans for private housing at both our North and South campuses.

### Auxiliary Service Corporation of Erie Community College (ASC)

ASC is incorporated under not-for-profit corporation law within the State of New York for the purpose of providing auxiliary services on the campuses of Erie Community College. The ASC is a qualified exempt organization under Section 501 (c) (3) of the Internal Revenue Code and as an exempt organization under New York State Law. ASC has been providing these services since 1951, via contract with the Board of Trustees of Erie Community College.

ASC is responsible, as far as beverage and vending services, for operating the 3 college-wide cafeterias as well as all beverage and food vending occurring throughout ECC. In addition, ASC has subcontracted out the operations of its bookstores to Follet Company and is responsible for operating a childcare center at each of the three main campus locations.

### Erie Community College Foundation

Founded in 1976, the Erie Community College Foundation, Inc. seeks and secures private funds to supplement ECC's traditional revenue sources. As the fundraising arm of the College, the ECC Foundation assists in maintaining ECC's position as a leading educational institution. Through its ongoing efforts, the Foundation solicits private gifts enabling it to increase support of scholarship assistance, faculty enrichment, and additional funding for educational and innovative programs.

Serving Erie Community College in its advancement efforts, the ECC Foundation was organized under New York State law and, in 1987, was incorporated and granted tax-exempt status as a 501 (C) (3) public foundation by the Internal Revenue Service. The Foundation is chartered to receive and administer all private gifts intended for the College, its programs, and its students. The official business of the Foundation is conducted by a Board of Directors and administered by an Executive Director.

### Demographics – Specifics

- A. Academics Programs – ECC offers 100 degree and certificate programs in the areas of Health Sciences, Business & Public Service, Liberal Arts, Engineering & Technologies. ECC's mission is to develop & provide high-quality, low-cost, post-secondary educational programs, community outreach activities and work force development (and continuing education programs), and to maintain an admissions policy complying with affirmative action and equal opportunity. ECC has many highly recognized programs including Culinary Arts which has been the recipient of many awards and Statler Foundation grants, the Police Training Academy, Industrial Refrigeration, Vehicle Technology Training Center, Dental Hygiene, Nursing and Distance Learning to name a few.

- B. Student Population – Approximately 22,000 students in total attended classes at ECC during one of the four semesters during the academic year.
- C. Visitors – as documented by the Office of Institutional Research, ECC was visited by over 300,000 students, employees and visitors during the past year. The visits ranged from student activities to outside users of the facilities including hosting multiple high school, community college and four year college athletic championships.
- D. Campus Facilities – with over 1,100,000 sq. ft. of space over 6 campus facilities ECC is not only one of the largest community colleges in the state but in the country. Three of the facilities include ample free parking on-site, while the 3 downtown locations have easy access to parking lots. There is active dialogue concerning a new \$30 million academic center for excellence building for ECC to be located at North campus.
- E. Athletic Programs – besides academics, ECC is literally world renowned for its athletic programs. Even though ECC is only a community college, we recruit student athletes to participate in 18 sports including men's football. Over the past 10 years, ECC has won approximately 50 conference, regional and national championships. Athletes compete at all 3 of ECC's campus locations.
- F. Workforce Development/Corporate Training Division – ECC's workforce development and corporate training division is recognized as the premier provider in its field.
- G. Full and Part-time employees – ECC's payroll includes 725 full-time employees and an additional 1000 part-time employees expending annually over \$87 million on salary and fringe benefits for the employees.

